



Negotiation in Humanitarian Crises

Credits	2 credits ECTS
Dates	17-21 May 2021
Format	Residential
Language	English
Fees	CHF 1'500, CHF 1'200 for partner organisations
Coordinator	André Picot – andre.picot@graduateinstitute.ch
Partnership	In collaboration with the Centre of Competence on Humanitarian Negotiation, CCHN

Course overview

Short description

For a long time negotiating in humanitarian operations was felt as compromising on principles and norms. It is only recently that it was found as reinforcing humanitarian impact to take into consideration interests of all sides and the context in order to make a deal. This executive short course is a full-time training which focuses on the design of adapted negotiation strategies in humanitarian settings, as well as the development of participant's self-awareness. It links real situations experienced by participants with the latest concepts around humanitarian negotiation, meaning negotiations aimed at securing access, assistance and protection for civilians facing humanitarian emergencies.



Objectives of the course

At the end of the course, you will be able to:

- Define the objectives and specificities of humanitarian negotiation
- Apply a negotiation framework adapted to humanitarian crises
- Select and manage the most appropriate interaction and communication modes with various stakeholders while in a negotiation process
- Discover your personal style as negotiator and its consequences

Workload

Around 50 hours of work for the whole course, including:

- App. 20 hours of face-to-face teaching including reflexive practice on real situations faced by participants, panel with experts, and role plays
- App. 30 hours of self-study time including readings, audio visual presentations, videos

Structure of the course

- Defining the similarities and differences between Humanitarian Negotiations and other types of negotiation
- Analysing a negotiation context
- Defining a strategy adapted to humanitarian crises
- Panel with experts
- Special types of negotiation: abduction of humanitarian staff, mediation with communities.
- Role plays



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ESC 2020-2021 Course promotion document

Promotion

Audience (existent and potential)

- Professionals in the humanitarian, development or social sector looking to develop their competencies in Humanitarian Negotiation
- Professionals from other sectors involved in humanitarian operations like government officials, CIMIC officers, liaison officers.
- Graduate students with relevant volunteer or intern experience, looking to undertake a postgraduate course with a view to entering the humanitarian sector.